

California Solar Initiative

Low-Income Solar Program

February 21, 2008

PURPOSE

The purpose of this document is to present ideas and highlight the basic requirements of CSI outlined in commission rulings and draft Request for Proposal guiding the implementation of the statewide CSI program. The ideas and concepts represented are intended to serve as starting point for discussion and to support the joint efforts of CSD and the Energy Council with further evaluating the feasibility of implementing a statewide CSI program (under the department's administrative oversight).

PROGRAM MODEL

- Administer \$108 million program: Includes \$10.8 million for administration and \$4.3 million for marketing and outreach. Remaining funds for program incentives (\$92 million) and program evaluation (\$1 million) will be held and administered by the utilities.
- Program implementation to begin no later than November 16, 2008 and continue through 12/31/2015.
- Program may be either phased in or statewide: CSD is required to develop an implementation plan.

Requirements include:

- By the end of 2010, install 1,000 PV systems.
- By the end of 2010, identify eligible population across the state and attempt contact.
- Establish partnerships with private and government stakeholders to develop financing, workforce development, marketing, and PV installation. Includes collaboration with the utility companies on delivery strategy.
- Create a marketing and outreach campaign that addresses each of the qualifying income levels (extremely low income, very low and low). Plan must address issues of multilingual and disabled customers, customer solar education and customer support.
- Develop a system for program monitoring, reporting and evaluation. Includes:
 - Quarterly reports submitted to CPUC
 - Annual audit of program expenditures
 - Bi-annual program evaluation

RFP DEVELOPMENT TIMELINE

February 29	Questions due on draft RFP
March 17*	Final RFP Issued
Ongoing – April 28*	Develop partnerships, gather letters of commitment, design program
April 14 – 28*	RFP writing, editing, design
April 28*	Bids Due

* Anticipated

MAJOR EFFORTS

CBO PARTNERSHIPS

Goal: Identify existing CBOs who wish to offer the Program to their clients. At a minimum, CSD would like to see full participation from LIHEAP Providers.

Needed for RFP: Letters of commitment from CBOs, stating their intent to participate in the Program.

FINANCE

Primary Goal: identify grants and other zero-cost funding methods

Secondary Goal: identify low-cost financing

Anticipated Financing Structure:

- Extremely low income: install fully-subsidized, 1kW systems
- Very low income: use zero-cost funds to install larger or fully-sized systems
- Low income: use low-cost or owner-obtained financing to financing fully-sized systems

Needed for RFP:

- Identification of funding sources, including those currently used by CBOs.
- Letters of commitment from participating financial institutions, stating a willingness to participate in the Program, along with funding mechanisms and expected terms.

MARKETING AND OUTREACH

Goal: Identify customers in each of the qualifying income levels, and identify the most effective way to reach those customers.

Needed for RFP: Local marketing plans for each CBO who commits to participate in the Program. Plans will need to coordinate with statewide marketing plan and address issues important to the Program, such as ability to serve customers who speak languages other than English and those who are disabled.

PRE-INSTALLATION

Goal #1: Work with utilities and existing Wx services to produce an audit process that will meet CPUC requirements to install cost-effective energy efficiency measures prior to installing solar.

Goal #2: Completion of solar assessment.
CAL-SEIA to train CBOs to perform solar assessment.

Needed for RFP: discussion and clarification of how the need to quantify energy savings and perform energy audits fits into existing CBO process. Agreement on who will perform and how.

INSTALLATION

Goal #1: Ensure best value on materials/labor.
Goal #2: Minimize hidden costs to clients (warranties, re-roofing, monitoring systems).

Short term: CBOs partner with local installers to ensure systems are installed.
Long term: Train CBOs to install PV.

Needed for RFP: Identification by CBOs of any existing relationships with solar installers and any relationship with manufacturers from whom we can receive volume discounts on materials.

POST-INSTALLATION

Goal #1: Field inspections must be performed on random sample of projects.

Short term: Inspections to be integrated into CSD's existing Weatherization Inspection Review.
Long term: Train CBOs to perform solar installation inspections

WORKFORCE DEVELOPMENT

Goal: Working with CBOs and other community partners, develop a job training plan that provides solar installer job training for low-income communities.

Needed for RFP: Identification of existing workforce measures in place at CBOs. Potential to develop those measures and/or incorporate them into a statewide workforce development plan.

ADMINISTRATIVE

Goal #1: Develop a system for program monitoring, reporting and evaluation.

Needed for RFP: Discussion of system needs. Costing out of system and development plan.